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Stages in Software Sales Cycle

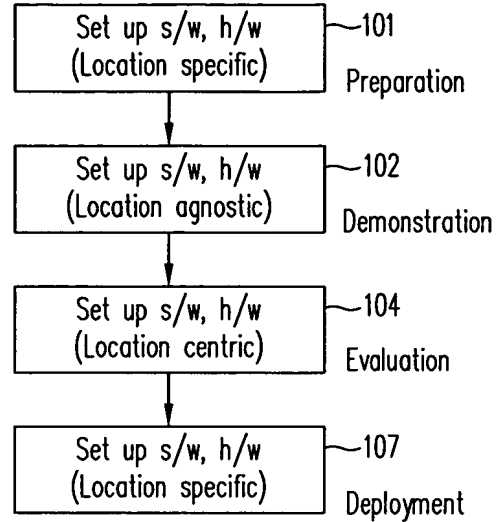
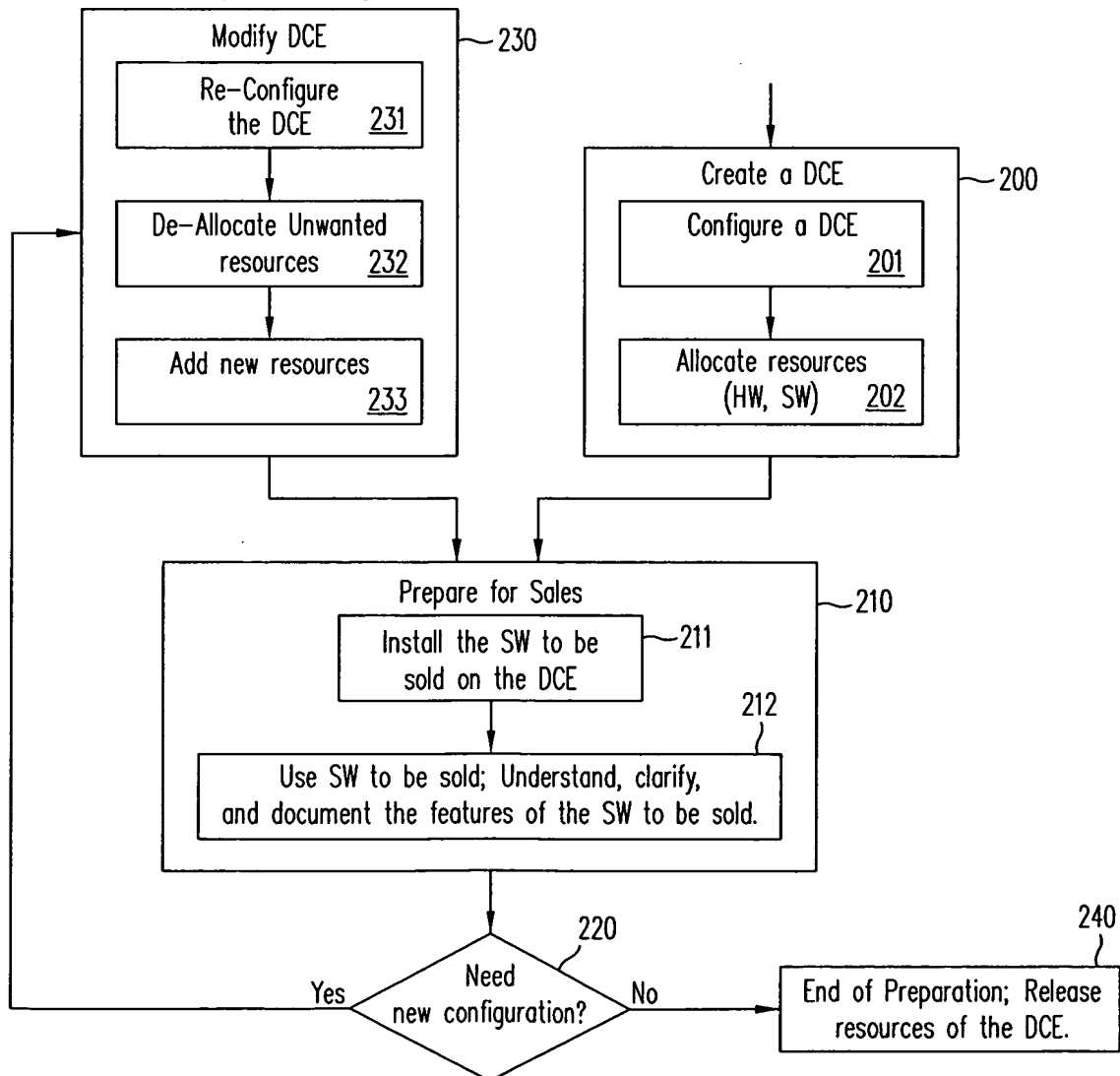


FIG. 1

FIG. 2

Sales Preparation using DCE





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 Application No.:
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 Title:

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 APPLICATION MODEL FOR DYNAMIC COMPUTING ENVIRONMENTS IN
 SOFTWARE SALES CYCLE

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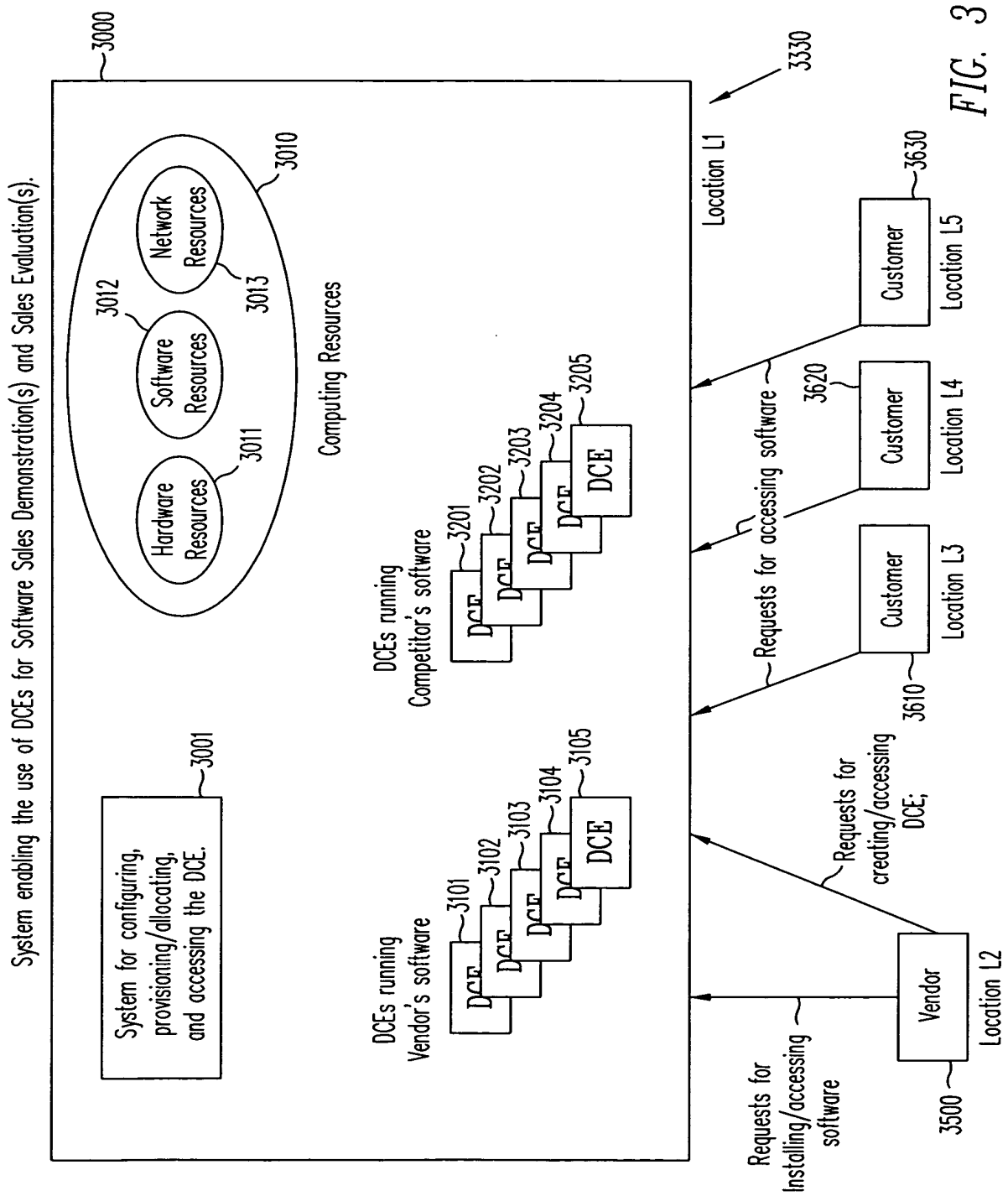


FIG. 3



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Sales Demonstration using DCE

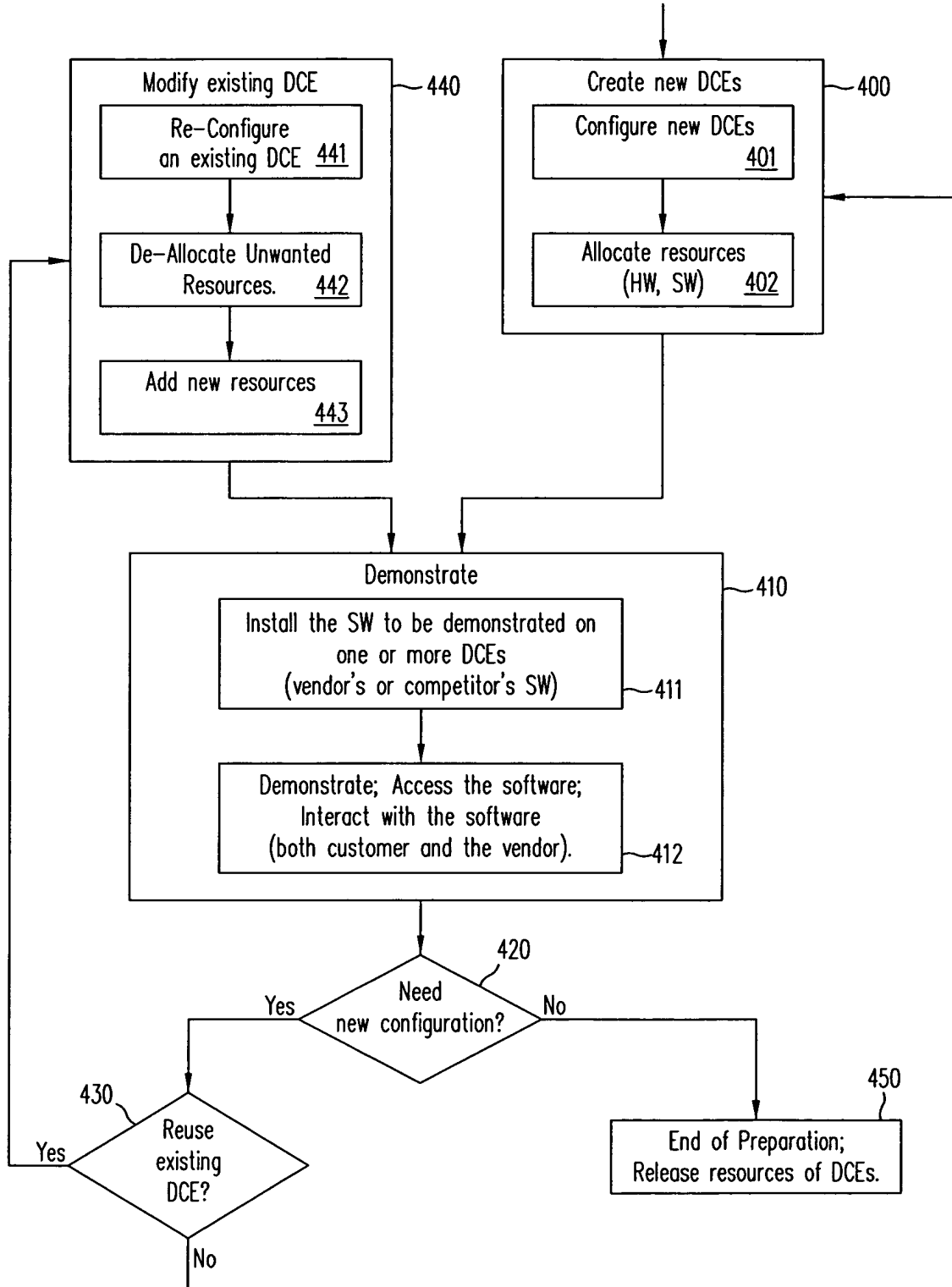


FIG. 4



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Customer Evaluation during Sales Cycle using DCE

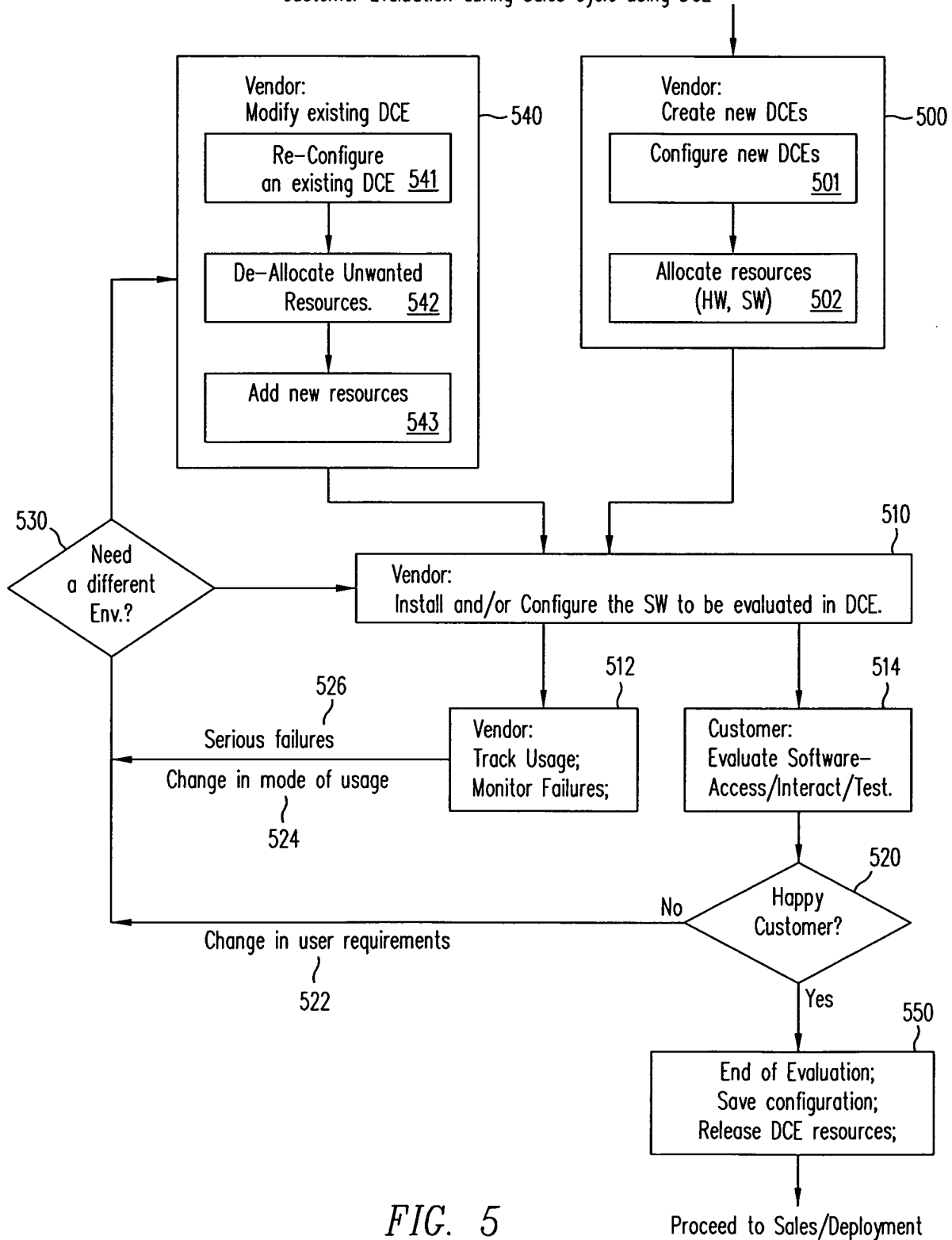


FIG. 5